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Bosnia and Herzegovina

EXPORTER GUIDE ANNUAL

2009

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Report Highlights:
Bosnia and Herzegovina (BiH) imports about two thirds of its overall food needs. The market for processed foods focuses on value rather than quality as consumers seek to obtain the most for their money. Food import tariffs are low compared to the tariffs in other countries in the region. Challenges to exporters include a complicated dual system of government, low incomes, and poor infrastructure. This report contains marketing tips, information on importing foods, and important points of contact.

Post:
Sarajevo

Author Defined:

I. Market Overview

Economic situation

The economy in Bosnia and Herzegovina (BiH) is still recovering from the 1992-1995 war and from the transition from a socially planned to a market economy. Per capita nominal GDP in 2008 was $4,814 USD, with a total estimated nominal GDP of approximately $17.9 billion USD. The GDP average growth in recent years has been strong at 5.8% (1999-2007). However, the 2007 GDP is still only 70% of the GDP at the start of the Transition Period in 1989. Average monthly net salary is $510 USD (November 2008).

A degree of macro-economic stability has been achieved with the introduction of a Central Bank, adoption of the currency board and creation of a single currency, the Konvertabilna Marka (Convertible Mark, KM). The currency board ensures that KM is fully backed by hard currency or gold, and the exchange rate is fixed at approximately 2 KM to the Euro. The inflation rate for 2008 was 7.4%.

BiH's top economic priorities are: acceleration of EU integration, strengthening the fiscal system, public administration reform, World Trade Organization (WTO) membership, and securing economic growth by fostering a dynamic, competitive private sector. To date, work on these priorities has been inconsistent. The country has received a substantial amount of foreign assistance but must prepare for declining assistance flows in the future. Still regarded as a transition economy, Bosnia and Herzegovina (BiH) sees the long-term goal of EU membership as a driver to further economic growth and development.

In 2009, Bosnia and Herzegovina has undertaken an International Monetary Fund (IMF) standby arrangement, necessitated by sharply increased social spending and a fiscal crisis precipitated by the global economic downturn. The program aims to reduce recurrent government spending and to strengthen revenue collection.

Structure of the economy

The structure of the BiH economy is changing quite slowly. GDP composition by sector in 2004 was: agriculture 14.8%, industry: 31.9%, services: 53.3%. Industrial production average growth rate for the period 1999-2007 was 8.5%.

Major productive sectors of the economy are industry and mining, telecommunications, construction, trade, transportation, and agriculture. The leading industries are steel, aluminum, minerals, vehicle assembly, textiles, tobacco products, wooden furniture, explosives, munitions, aircraft repair, domestic appliances, and oil refining.

In the post-war period, the economic activity was characterized by the existence of large state owned enterprises. These companies operated with significant losses, at less than full capacity, and with out-dated technology and management techniques. Lately, there has been significant growth in the number of registered micro, small and medium enterprises. The private sector share is 60%, and it is slowly taking the lead.

BiH has approximately 1.6 million hectares of land suitable for cultivation. The best prospective sectors are fruit and vegetable, livestock, and poultry. The most important crop is corn followed by wheat and barley. Small, low-output, family farms averaging 2-5 hectares characterize agricultural production along with low input use (fertilizers, chemicals, and certified seeds), poor crop management and post-harvest management practices, and poor railway and road infrastructure. The agricultural sector participation in the GDP is approximately 10%. For the most part, agriculture has been in private hands, but farms have been small and inefficient, and food has traditionally been a net i mport for the country.

The official unemployment is 29% (2007). It is estimated that an actual unemployment is between 18% and 22%, because of the black economy.

Business environment

BiH is composed of two entities, the Federation of Bosnia and Herzegovina (F BiH) and Republika Srpska (RS), with significant differences with regard to the business environment.

Although there has been an effort to create a single market in BiH, significant legislative, regulatory and institutional differences between the Entities persist. Between the two Entities, factors such as business registration requirements and most taxation and standards requirements are separate and different. The creation of a single economic space is a precondition for the regeneration of the post-war Bosnian economy, the transformation from a planned to a market economy, and greater integration into Europe and world trade structures. Significant barriers to internal and external trade and foreign direct investment remain, and there are weaknesses in the legal base related to competition, public procurement, financial services, standards and regulations, and the regulation of essential services.

Foreign Trade

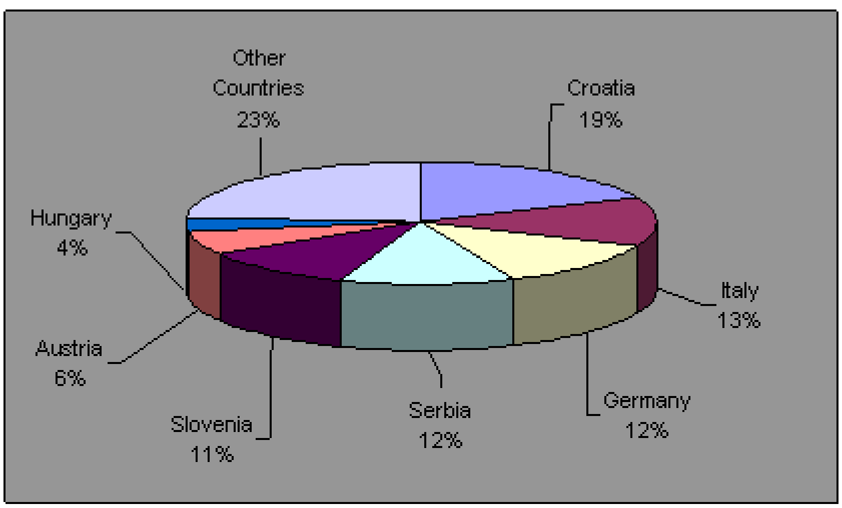
BiH has a quite large foreign trade deficit with imports 3 times greater than exports. Total exports grew from $1,067 million to **$**5,024 million from 2000 to 2008, while imports rose from **$**3,107 million to **$**12,190 million in the same period. Agricultural imports represent about 25% - 30% of total imports, and about 5% of total exports. BiH has a liberal trade regime. Bilateral free trade agreements previously signed with many countries in the South-East European region are now replaced with Central European Free Trade Agreement (CEFTA), which includes Albania, BiH, Croatia, Macedonia, Moldova, Montenegro, Serbia, and Kosovo (UNMIK). The principal trading partners are the European Union (EU) and the countries of ex-Yugoslavia.

Trade volume, million $	**2000**	**2001**	**2002**	**2003**	**2004**	**2005**	**2006**	**2007**	**2008**
Exports	1,067	1,071	1,006	1,400	1,912	2,303	3,689	4,252	5.024
Imports	3,107	3,034	3,801	4,824	5,981	6,807	7,862	9,529	12.190

Source: BiH Agency for Statistics

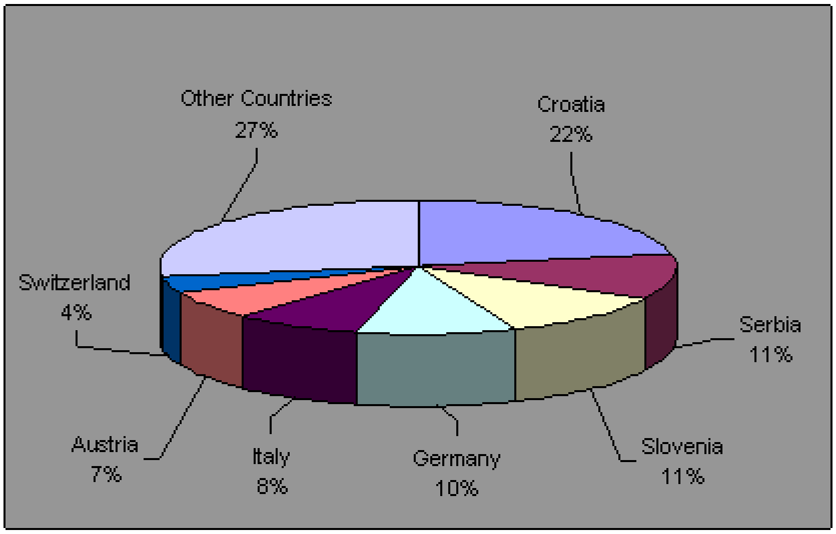
Main BiH trade partners (year 2007):

EXPORT



Source: BiH Foreign Trade Chamber

IMPORT



Croatian, Slovenian, German, Serbian, Austrian and Italian processed food products dominate the market. The most imported food products are beverages (alcoholic and non-alcoholic) and mineral water, grains, tobacco products, sugar and dairy products.

Imports of U.S. consumer oriented products and seafood products to BiH are minor. Agricultural imports in 2008 consisted of sugar, processed meat and seafood, fruits and vegetables, and dairy products. The U.S. share in total commercial imports in 2008 was 3.2%.

Imports of U.S. origin bulk commodities (mostly wheat and sunflower seed oil) were part o f a U.S. food donation program to BiH.

BiH is not a member of the World Trade Organization (WTO) but has started accession negotiations.

Size and Growth of Consumer Foods Market

Unfortunately, there has been no information on size and growth of the market.

Market Opportunities for Consumer Foods and Fishery Products

Challenges to Marketing High Value U.S. Foods in BiH:

· The weak economy affects consumer-purchasing power. An average net wage is lower than in any country in the region and the unemployment rate is high. Therefore, people are more interested in price than in quality;

· Quality and safety control among locally produced and imported products if often poor in part because BiH government laboratories work with out-dated technology and are ill-equipped. Therefore, labeling requirements are often not met and low-quality products may be found on market at that undercut other products;

· There is still a lot of smuggling;

· Fraud and corruption are still a problem, especially in relation to taxation and import duties.

However, high quality U.S. products could find small, but growing market due to the fact that consumers' awareness is improving and eventually will result in spending more money on high quality food products. Californian wines (lower quality), almonds and peanut butter are already in the market.

Food Expenditures and Consumption

It is estimated that an average Bosnian family that consist of 3.27 members spends around $4,650 annually (2007 est.) on food products.(source: BiH Agency for Statistics)

According to BiH Agency for Statistics based on the World Bank's methodology (minimum 2,100 calories per person on daily basis), the poverty rate for BiH in 2007 was 18.6%, so almost one fifth of total population cannot afford enough food.

Demographic Developments and Impact on Consumer Buying Habits

BiH has a population of around 4 million and an average BiH household is comprised of 3.27 members. A single parent heads slightly over one in ten households. The population growth rate is about 0.339% (July 2009 estimate).

The rural population decreased significantly as the result of the war. Most of the rural population moved to urban areas or went to other countries as refugees and have been slow to return. In some areas, landmines remain a barrier to agricultural production although there is a significant international demining effort.

Advantages	Challenges
Insufficient domestic food production, imports nearly three times larger than exports	Long distance, bad transportation conditions, absence of highways, limited railway service
Increased urban population	Weak economy affects consumer purchasing power, low average net wage, high unemployment rate
High quality of U.S. products	Consumers more interested in price than in quality
Import duties low if compared to other counties in the region	Illegally imported and low-quality products compete with legitimately imported foods
Relatively low costs for introduction and promotion of new products using	Different distribution systems in the two Entities, different taxation system; difficulties in finding a

local broadcast and print media or in-store promotions	reliable and capable local partner to carry out marketing and distribution
Increasing number of large retail supermarkets	Domestic market flooded with products imported from ex-Yugoslavia neighboring countries (Central European Free Trade Agreement) and EU countries (Interim Agreement lowers import duties for EU member-countries)
Fascination with American culture (language, music, TV shows, fashions) carries over to American food, such as famous "Coca Cola"	Reservations towards GM foods due to a lack of consumer education on the subject and a desire to meet EU requirements

II. Exporters Business Tips

business customs

Importers/wholesalers/distributors provide transportation, product storage, market information, financing, and some insurance.

Finding an agent and/or distributor is the most effective way to market consumer goods. The U.S. Foreign Commercial Service can help you locate qualified distributors. For more information, please see: http://www.buyusa.gov/bosniaandherzegovina/en/
The Economic and Commercial Service Office at the U.S. Embassy Sarajevo assists U.S. companies in exporting to Bosnia and Herzegovina by identifying local opportunities for the sale of U.S. products or services, providing counseling on the market, and meeting the advocacy needs of U.S. firms.
The distribution systems are different for the F BiH and the RS because of differing legal frameworks. There have been efforts lately to harmonize rules between the two entities but there are still significant differences. It is often necessary to develop multiple distribution channels and relations with distributors in both Entities in order to cover the whole country. Some foreign companies have established a representative office in order to control distribution channels, while some companies rely on strong local companies to control distribution channels. Local companies prefer to do business with people they know well. Business friendships are highly valued. Establishing a local presence and employing local people signal long-term commitment to the market, and are well received.

Wholesalers are the real channels for providing transportation, product storage, market information, financing, and risk management. Most wholesalers are independent full-service merchant wholesalers, importing and distributing goods. There is a significant degree of specialization in the wholesale sector by industry.
The most significant development in the retail market is the appearance of large retailers, many of them foreign-owned, such as Mercator from Slovenia, Interex from France,

Velpro from Croatia and locally-owned MIMS group, Sam's Shop, Tropic Centar, and Robot Komerc. The introduction of the shopping mall concept has changed consumers' habits and enabled larger retailers to shift the effort of financing onto manufacturers and distributors, especially in the consumer goods sector.

General Consumer Tastes and Preferences

Generally speaking, most consumers view price as the primary factor in their food purchasing decision. Preferences tend toward large packages at lower prices. Shopping centers are becoming an increasingly popular retail food sales point. Most people usually buy nonperishable foods at large supermarket centers once or twice a month. Perishable foods, fruits, vegetables, bread and fresh meat are usually bought at small grocery stores, specialized stores or green markets.

Consumption of red meats is traditionally high but steady because of its high price when compared to relatively cheaper poultry meat and low purchase power. There are ongoing outbreaks of animal diseases such as brucellosis and classical swine fever, though these outbreaks do not appear to have shaken consumer confidence. BSE and FMD have not been reported in BiH. Traditionally, consumption of beef and veal is higher than poultry, pork or lamb. Pork consumption is much higher in the RS than i n the F BiH because of F BiH's large Muslim population.

A typical Bosnian meal is comprised of either red or white meat, potatoes and some other vegetables. Rice is a common dish that on average is eaten once a week. Apples are the most popular fruit. There are only a few ethnic restaurants (e.g., Italian, Chinese, and Mexican). Fish consumption is traditionally low (around 2.5 kilograms/year).

The demand for organic foods is quite low. Imported organic foods are usually sold in specialized stores, and are consumed by the ex-patriot community and as a pseudo-medicinal treatment for the sick.

Consumers generally dislike genetically modified (GM) foods. Advanced consumers think that they don't have enough information to be pro or against biotech products, and that they need more education in order to decide whether or not they'll consume them. More information could change consumer attitudes towards biotechnology in a positive direction. Additionally, more knowledgeable consumers say they would eat biotech foods after proper testing and labeling, so they could decide whether they want to buy such a product.

In general, most people prefer to prepare meals at home from fresh food items than buy ready-to-eat and frozen meals. There is the belief that fresh cooked food is healthier and that frozen ready to eat foods are overpriced. Supermarkets do offer ready to eat meals but at relatively high prices.

There is a small, but strong market segment made up of all of the foreigners in BiH (especially in Sarajevo and Banja Luka) that work for foreign humanitarian and military organizations.

Food Standards and Regulations

Please refer to 2009 Country FAIRS Report.

General Import and Inspection Procedures

Foreign exporters can import food products into BiH using a locally registered office or a local company/shipping agency registered for import activities. It is common for agents to help with food import regulations.

Prior import approvals and licenses are required for live animals and animal products and seeds and pesticides. For animals and animal products the State Veterinary Office (SVO) provides final approvals. For seeds, planting materials and pesticides the entities' agriculture ministries provide prior approvals. Forms are available at the SVO and the Agricultural Ministries (see Key Contacts and Further Information). It is important to note that requirements for prior import approvals differ between the two Entities. All food products must be accompanied with standard documents that follow each shipment and by health certificates issued by relevant authorities of exporting countries (e.g. veterinary certificate for meat and meat products, phyto-sanitary certificates for fruits, vegetables, seeds etc.) and are subject to veterinary and phyto-sanitary inspections at border crossings and sanitary and market inspections at customs points.

A GMO free certificate or a GMO-related statement included in the health certificate is often required for grains and similar products. That's because recently adopted GMO Law has prolonged a moratorium on GMO imports because of absence of detailed regulations.

Sanitary inspectors visually inspect all food for sanitary wholesomeness prior to customs clearance and take samples for laboratory testing (Appendix II). Imported goods are held at the customs point until testing is complete.

Market inspectors issue the quality certificates at inspection points (see Appendix I). Quality control inspections are done at the exporter/importer's written request, which should be received at least 24 hours prior to the customs clearance. The request for quality control must be accompanied with basic documents that follow each shipment, translated into Bosnian/Croatian for the F BiH or into Serbian for the RS. The following information must be provided in the documents: type and name of product, country of origin, exporter's name, manufacturer's name, type and number of transport means, port of loading and unloading, total pieces, packaging unit, gross and net weight and product's basic quality data. If the same product is imported again, and has been tested within 90 days, only a visual check is done. Both Entities have officially recognized laboratories to test imported food products.

If a market inspector rejects an importer's request, goods are stored until the procedure is complete - the inspector can order the return or destruction of goods, if necessary, at the cost of importer, or can order certain changes prior to customs clearance.

III. Market Sector Structure and Trends

Domestic Industrial Capacity

Before the war, the food industry was concentrated into large state-owned companies that were also involved in primary agricultural production, processing and wholesale and retail operations. However, at the end of the war, the agro-processing industry was operating at less than 10% of its pre-war capacity due to heavy damage to buildings and equipment. In addition, the raw material supply and sales channels had been disrupted. The agricultural production and the food industry continued to suffer during the transition from a planned to a market economy. Many pre-war companies are still being privatized and are racking up losses. There are still a few companies that have rebuilt successful fruit, vegetable, and meat processing operations.

In general, the BiH food industry is still too small and inefficient to compete with large foreign industries. Domestic food production is insufficient and covers approx. 30 – 35% of total needs.

Food Retail Sector

In general, small retailers are slowly losing out to large wholesalers with developed retail operations. Lately, appearance of shopping centers (malls) has been significant and has introduced big changes in the retail market. There are yet not many foreign retail chains, except Slovenian Mercator, French Interex (discount house that attracts price-concerned consumers), Croatian Velpro (cash and carry) and Konzum, and Serbian C Market.

Those centers import and distribute food and offer a great variety of fresh meat, exotic and new-to-market foods, and ready-to-eat foods. They also provide good professional service, restaurants with ready meals at favorable prices and lots of fun (entertainment for kids, clowns, and games/ lotteries). Quite often, they organize in-store promotions and product tastings and provide small gifts with purchased products. A special discount is offered to faithful customers. Food items are also sold in a number of small independent groceries and open markets.

Hotel, Restaurant and Institutional (HRI)

Total turnover in catering 2000 –2007

Year	Federation of BiH Total turnover (000 KM)	Republika Srpska Total turnover (000 KM)
2000	68,900	54,584
2001	60,784	48,312
2002	71,010	47,917
2003	76,270	53,046
2004	85,113	53,512
2005	86,754	49,814
2006	95,281	65,794
2007	118,786	77,341

US$ 1.00 = KM 1.33

HRI prepare meals themselves. They buy ingredients from various suppliers, from small grocery stores and green markets to big producers, retail centers and wholesalers, depending on their size and the number of meals.

Tourism, tourism promotion, and the hospitality and catering industry have been regulated at the Entity level. This has resulted in business-inhibiting differences in requirements for companies and individuals working in the sector, differences in the way funding for tourism promotion is collected and distributed, and differences in the way accommodation is classified.

Lately, there has been a growing consensus that tourism can be a major source of job growth and foreign exchange earnings for Bosnia and Herzegovina. According to foreign experts, BiH has a large potential in niche market tourism and tapping into the world tourism market could have huge benefits for the BiH economy.

Promotional and Marketing Strategies

Advertising that used to be the single marketing tool in BiH is now combined with direct marketing (door-to-door contacts, material distribution and special offers). The most popular advertising media are television, radio, newspapers and magazines. In addition, outdoor advertising is becoming more and more popular (billboards, bulletins, and displays in urban areas and on sides of the road). Recent data indicates that 68 percent of adverting is conducted through TV, followed by 20 percent through outdoor advertising, while radio and print media account for 6 percent each. Also, cable television is rapidly developing in urban areas of BiH. Radio is the most popular marketing tool at the local level. Direct mailing is also becoming popular advertising tool (leaflets placed under car windshield wipers, mailbox brochures, or advertising materials placed in newspapers). Quite often, in-store promotions and informal gatherings are used for presentations of the products. Supermarkets often deliver flyers, informing on their products, prices and special discounts.

Trade events and fairs are a good way to market products and services in BiH and to find partners and distributors. The trade fair sector in BiH has been growing rapidly. Fairs provide opportunities for local and foreign companies to establish business connections. Trade events are held throughout BiH. The Sarajevo "Agro-food" fair is the most popular in the F BiH and for the RS the Banja Luka "Food and Beverages" fair. Regional centers like Zenica, Tuzla, Mostar and Bihac are very active in trade promotion.

Less than 25% of the BiH population uses the Internet regularly, and food sales are still very small.

IV. Best Consumer Oriented Product Prospects

Product Category	Market Size	2005 imports (in million KM)	Average Annual Import Growth (2001-2005)	Import Tariff Rate 2007	Key Constraints of Market Development	Market Attractiveness for USA
Tobacco products	10 billion cigarettes	121.5	11.74%	www.uino.gov.ba	Traditionally strong presence of Croatian tobacco products	Demand and consumption should continue to grow
Beverages and Mineral Water	N/a	94.7	4.2%	www.uino.gov.ba	Competition from neighboring suppliers	Insufficient local production, approximately 30% imported
Beer	115,000 hectoliters	93.3	14.4%	www.uino.gov.ba	Competition from key European suppliers and cheap beer coming from	Insufficient local production, growing market

					neighboring countries Serbia and Montenegro	
Chocolate	N/a	85.7	15.2%	www.uino.gov.ba	Competition from key European companies	Poor local production
Coffee	20,000 MT	53.2	1.8%	www.uino.gov.ba	No	Traditionally high consumption
Biscuits and Cookies	N/a	47.7	15.9%	www.uino.gov.ba	No	Growing demand
Cheese	40,000 MT	47.3	11.3%	www.uino.gov.ba	Competition from key European suppliers	Insufficient local production and growing demand
Sauces and Spices	N/a	35.2	5.7%	www.uino.gov.ba	No	Insufficient local production
Wine	20,000 hectoliters (est.)	24.9	21.2%	www.uino.gov.ba	Increasing local production of good quality wines, competition from European suppliers	Consumption of high quality wines is expected to grow with standard of living.
Fish and Seafood	10,000 MT (est.)	45.7	10.4%	www.uino.gov.ba	Traditionally low consumption, lower quality fish is consumed the most	This market could become more dynamic if an import is followed by a good promotion
Ice-cream	2,500 MT (est.)	11.9	6.1%	www.uino.gov.ba	Competition from key suppliers such as Croatia	BiH has poor domestic production.
Tree Nuts	N/a	8.3	37.7%	www.uino.gov.ba	Competition from key suppliers (Romania, Italy and Iran), lower quality nuts preferred	Insufficient local production

Currency note: US$1.00 = KM 1.33

V. Key Contacts and Further Information

FAS/USDA

US Embassy to BiH

71000 Sarajevo

Bosnia and Herzegovina
Tel.: +387 33 445 700, x2099
Fax: +387 33 212 692
Contact person: Sanela Stanojcic
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State Veterinary Office
Radiceva 8/II
7100 Sarajevo
Contact person: Darko Cobanov
Bosnia and Herzegovina
Tel. +387 33 565 700
Fax +387 33 565 725
E-mail: info@vet.gov.ba
http://www.vet.gov.ba/

Administration for Plant Health protection
Musala 9/III
Contact Person: Sabaheta Cutuk, Deputy Director
71000 Sarajevo
Bosnia and Herzegovina
Te/fax. +387 33 668 672
E-mail: scutuk@bih.net.ba

F BiH Ministry of Agriculture, Water Management and Forestry
Titova 15
71 000 Sarajevo
Bosnia and Herzegovina
Tel. +387 33 214 247
Fax: +387 33 206 638
http://www.fbihvlada.gov.ba/engleski/index.html

RS Ministry of Agriculture, Forestry and Water Management
Kralja Petra I Karadjordjevica 100
78000 Banja Luka
Tel: +387 51 338 397 and 338 398
Fax: +387 51 338 866
http://www.vladars.net/lt/min/mps.html
E-mail: mps@mps.vladars.net

F BiH Inspectorate

Turhanija 2
71 000 Sarajevo
Tel: + 387 33 563 350
Fax + 387 33 563 351

RS Inspectorate
Kralja Petra I Karadjordjevica 130
51000 Banja Luka
Tel. + 387 51 222 460
Fax: +387 51/213 734

Indirect Tax Administration
Ulica Bana Lazarevića bb,
78 000 Banja Luka
Tel: +387 51 335 494
Fax: +387 51 335 101
http://www.uino.gov.ba/

American Chamber of Commerce in Bosnia and Herzegovina
Zmaja od Bosne 4, 71000 Sarajevo
Tel: 387-33-269-230
Fax: 387-33-269-232
Email: amcham@lsinter.net

BiH Foreign Trade Chamber
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F BiH Chamber of Economy
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E-mail: webmaster@komorabih.com
http://www.kfbih.com/eng/index.htm

RS Chamber of Commerce

Djure Danicica 1/II
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Tel. +387 51 301 908 and 301 838
Fax: +387 51 301 838
http://www.pkrs.inecco.net/

FIPA - Foreign Investment Promotion Agency
Phone: 387-33-278-080
Fax: 387-33-278-081
Email: fipa@fipa.gov.ba
Branilaca Sarajeva 21/lll71000 Sarajevo
Bosnia and Herzegovina
Web Site: www.fipa.gov.ba

BiH Institute for Accreditation
Hamdije Cemerlica 2/7
71000 Sarajevo
Phone: 387-33-715-560
Fax: 387-33-715-561
http://www.bata.gov.ba/bafiles/index_ba.htm

VI. Other Relevant Reports

2009 FAIRS Country Report and 2009 Export Certificate FAIRS Report

APPENDIX I. STATISTICS

TABLE A. KEY TRADE & DEMOGRAPHIC INFORMATION

TABLE A. KEY TRADE & DEMOGRAPHIC INFORMATION	YEAR	VALUE
Agricultural Imports From All Countries ($Mil) / U.S. Market Share (%) 1/	2004	877/2
Consumer Food Imports From All Countries ($Mil) / U.S. Market Share (%) 1/	2004	142/2
Edible Fishery Imports From All Countries ($Mil) / U.S. Market Share (%) 1/	2004	14/0
Total Population (Millions) / Annual Growth Rate (%)	2008	3,8/ 0.339
Urban Population (Millions) / Annual Growth Rate (%)	2006	0.3
Number of Major Metropolitan Areas 2/	2007	0
Size of the Middle Class (Millions) / Growth Rate (%)	n/a	n/a
Per Capita Gross Domestic Product (U.S. Dollars)	2008	4,814

Unemployment Rate (%)	2007	29%
Per Capita Food Expenditures (U.S. Dollars) 3/	2007	1,422
Percent of Female Population Employed	2007	37.8%
Exchange Rate	9/18/09	US$1.00 = 1.328 KM
Footnotes:		
1/ Data from FAS' web-enabled UNTrade database (HS 6-digit option; Import Market Share BICO 3-Year format)		
2/ There are no metropolitan areas with population in excess of 1,000,000		
3/ The figure presents food expenditures for a basket composed of necessary food products.		

TABLE B. CONSUMER FOOD & EDIBLE FISHERY PRODUCT IMPORTS

Bosnia-Hercegovina Imports	Imports from the World			Imports from the U.S.			U.S. Market Share		
(In Millions of Dollars)	2002	2003	2004	2002	2003	2004	2002	2003	2004
BULK AGRICULTURAL TOTAL	NA	57	125	NA	6	5	0	11	4
Wheat	NA	26	60	NA	6	4	0	22	7
Coarse Grains	NA	1	5	NA	0	0	0	0	0
Rice	NA	3	3	NA	0	0	0	0	0
Soybeans	NA	1	2	NA	0	1	0	0	2
Other Oilseeds	NA	1	10	NA	0	0	0	0	0
Cotton	NA	1	3	NA	0	0	0	0	0
Tobacco	NA	9	7	NA	1	1	0	3	3
Rubber & Allied Gums	NA	1	1	NA	0	0	0	0	0
Raw Coffee	NA	9	21	NA	0	1	0	0	0.34
Cocoa Beans	NA	1	1	NA	0	0	0	0	0
Tea (Incl. Herb Tea)	NA	1	1	NA	0	0	0	0	0
Raw Beet & Cane Sugar	NA	3	9	NA	0	0	0	0	0
Pulses	NA	4	3	NA	1	1	0	3	0
Peanuts	NA	1	1	NA	0	0	0	0	0
Other Bulk Commodities	NA	1	1	NA	0	0	0	0	0
INTERMEDIATE AGRICULTURAL TOTAL	NA	167	213	NA	1	6	0	0	3
Wheat Flour	NA	1	4	NA	0	0	0	0	0
Soybean Meal	NA	1	12	NA	0	1	0	0	1
Soybean Oil	NA	1	1	NA	0	0	0	0	0
Vegetable Oils (Excl. Soybean Oil)	NA	37	48	NA	1	6	0	0.01	12
Feeds & Fodders (Excl. Pet Foods)	NA	8	28	NA	0	1	0	0	0.01
Live Animals	NA	45	33	NA	0	0	0	0	0
Hides & Skins	NA	4	11	NA	0	0	0	0	0
Animal Fats	NA	1	1	NA	0	0	0	0	0
Planting Seeds	NA	3	9	NA	0	1	0	0	0.30
Sugars, Sweeteners, & Beverage Bases	NA	46	43	NA	0	1	0	0	0.02
Essential Oils	NA	8	8	NA	0	1	0	0	0.80
Other Intermediate Products	NA	12	16	NA	0	1	0	0	0.99
CONSUMER-ORIENTED AGRICULTURAL TOTAL	NA	389	539	NA	2	3	0	0.52	0.64
Snack Foods (Excl. Nuts)	NA	48	86	NA	0	1	0	0	0.18

Breakfast Cereals & Pancake Mix	NA	2	3	NA	0	0	0	0	0
Red Meats, Fresh/Chilled/Frozen	NA	19	18	NA	0	0	0	0	0
Red Meats, Prepared/Preserved	NA	24	37	NA	0	0	0	0	0
Poultry Meat	NA	8	10	NA	0	0	0	0	0
Dairy Products (Excl. Cheese)	NA	42	41	NA	0	0	0	0	0
Cheese	NA	16	22	NA	0	0	0	0	0
Eggs & Products	NA	1	2	NA	0	0	0	0	0
Fresh Fruit	NA	39	47	NA	0	0	0	0	0
Fresh Vegetables	NA	11	20	NA	0	1	0	0	0.15
Processed Fruit & Vegetables	NA	18	20	NA	1	1	0	0.09	0.16
Fruit & Vegetable Juices	NA	2	11	NA	0	1	0	0	0.30
Tree Nuts	NA	4	4	NA	1	1	0	7	12
Wine & Beer	NA	31	63	NA	0	0	0	0	0
Nursery Products & Cut Flowers	NA	6	9	NA	0	1	0	0	0.11
Pet Foods (Dog & Cat Food)	NA	1	2	NA	0	0	0	0	0
Other Consumer-Oriented Products	NA	115	142	NA	2	3	0	2	2
FOREST PRODUCTS (EXCL. PULP & PAPER)	NA	38	51	NA	1	1	0	0	0.02
Logs & Chips	NA	1	2	NA	0	0	0	0	0
Hardwood Lumber	NA	1	3	NA	0	0	0	0	0
Softwood and Treated Lumber	NA	1	1	NA	0	0	0	0	0
Panel Products (Incl. Plywood)	NA	22	32	NA	0	0	0	0	0
Other Value-Added Wood Products	NA	13	14	NA	1	1	0	0.01	0.06
FISH & SEAFOOD PRODUCTS	NA	17	21	NA	1	1	0	0.53	0.91
Salmon	NA	1	1	NA	1	1	0	3	14
Surimi	NA	1	1	NA	0	0	0	0	0
Crustaceans	NA	1	1	NA	0	0	0	0	0
Groundfish & Flatfish	NA	3	5	NA	1	0	0	0.27	0
Molluscs	NA	1	2	NA	1	1	0	6	10
Other Fishery Products	NA	13	14	NA	1	0	0	0.11	0
AGRICULTURAL PRODUCTS TOTAL	NA	613	877	NA	8	14	0	1	2
AGRICULTURAL, FISH & FORESTRY TOTAL	NA	669	950	NA	8	15	0	1	2

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

TABLE C. TOP 15 SUPPLIERS OF CONSUMER FOODS & EDIBLE FISHERY PRODUCTS

CONSUMER-ORIENTED AGRICULTURAL TOTAL

	Import		
	2002	2003	2004
	1000$	1000$	1000$
Croatia	0	104,308	128,339
Serbia & Montenegro	0	6,134	112,808
Slovenia	0	70,315	72,272

Austria	0	28,171	34,182
Germany	0	27,067	30,372
Italy	0	26,807	24,811
Netherlands	0	18,330	23,681
Poland	0	18,656	19,135
Ecuador	0	17,512	14,344
Turkey	0	6,997	13,473
Hungary	0	13,601	12,443
Spain	0	6,878	7,170
Macedonia (Skopje)	0	2,940	5,334
Greece	0	3,327	4,820
United States	0	2,011	3,443
Other	0	35,782	32,337
World	0	388,861	539,015

NA - Data not available (not reported)

Data: Harmonized Tariff Schedule (HS 6 Digit)

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

FISH & SEAFOOD PRODUCTS

Reporting Country: Bosnia-Hercegovina Top 15 Ranking	**Import 2002**	**2003**	**2004**
	1000$	**1000$**	**1000$**
Croatia	**NA**	7,425	6,040
Argentina	**NA**	2,487	3,360
Spain	**NA**	1,291	2,825
Thailand	**NA**	1,240	2,167
Italy	**NA**	1,789	1,611
Slovenia	**NA**	1,336	1,215
Germany	**NA**	208	622
Philippines	**NA**	4	404
Morocco	**NA**	2	340
Lithuania	**NA**	52	254
Serbia & Montenegro	**NA**	4	245
Chile	**NA**	54	221
United States	**NA**	92	191
Turkey	**NA**	99	189
Indonesia	**NA**	0	166
Other	**0**	1,211	1,150
World	**0**	17,301	21,005